MUST TAKE ACTIVE

(Continued from First Page.)

, so is he to-day the most important
for in industrial civilization.

He brings to the public at large—
s purchasing public, or which every
in is a part (member)—the articles
necessity or luxury which no man's
indual effort could bring together
thout the greatest excess of time
d money and labor.

By finding a market for products
merit and use, he enables the manacturers thereof to produce, and proce at a profit, even greater amounts
merchandise.

after thirly years' success, me failure in the race, instead ss. Few pursuits are so haza and so fatal to bad judgment.



RESTORES GRAY or FADED HAIR to its NATURAL COLOR and BEAUTY

No matter how long it has been gray or faded. Promotes a luxoriant growth of healthy hair. Stops its falling out, and positively removes Dandruff. Keeps hair soft and glossy. Refuse all substitutes. 2% times as much in \$1.00 as 50c size.

... The Globe Clothing Co...

Two Heads are Better than One

But not under one hat. Your head couldn't be under a better hat than our

Globe Special at \$2.90

Other qualities,

98c to \$4.00



signal for many buyers to begin an assault on that price, to try to break it, and by so doing, demoralize the trade.

"This, I think, is largely the outcome of our business policy.

"No one would think of asking Tiffany & Co. to accept a lesser price than that quoted by their salesmen on any article they have for sale, for the reason that it is absolutely a well-known fact that they are a one-price house.

"Furthermore, they have the distinguished honor of being able to do business without a sign; I think the only concern in America that does does. A fact to be well proud of.

"If prices are made simply to be considered nominal, and an invitation to cut them, why not cut them down at first to the lowest point you are willing to accept?"

"I am a believer in the old saying that the "laborer is worthy of its hire," and certainly a merchant is worthy of a fair and reasonable advance over cost on any goods he carries in stock or offers for sale to his customers.

"And if a manufacturer will state a price which he should receive for his goods, that is based on good judgment and a fair profit, why should he practically say to the possible buyer. This price is simply a starter; when you get ready to buy, make me an offer?"

"That has a very demoralizing effect in two ways, both upon the manufacturer and on the dealer—ves, I might say in three ways, and include the consumer.

Advantage of Gatherlags.

"I saw in one of the New England"

"I saw in one of the New England"

"Jordan and the advance over cost on any good in the manufacturer and on the dealer—ves, I might say in three ways, and include the consumer.

Advantage of Gatherlags.

"I saw in one of the New England"

"Jordan and the care and the care and the press of the land could not, and would not, face the dislike of half a dozen of the same board and eaten from the same board and eate

"Disgrace is only thought of in terms of those whom we know as men and women. Abstract disgrace is as weak a thing as I know of."

thing as I know of.

"And so commercial fraternity is a cry real and very great blessing, and very near and very great need. And he great power of commercial fraterity is that the man who doesn't play he game fairly, cannot have that fraternity; and the man who does play he game fairly, has it in abundance, concluess is the worst curse on earth—he punishment we give our criminuts only enforced loneliness—and no man an stand it, in or out of jail.

"Let us make our commercial frater."

No matter how long it has been gray or faded. Promotes a luxuriant growth of healthy hair. Stops its falling out, and positively removes Dandruff. Keeps hair soft and glossy. Refuse all substitutes. 2½ times as much in \$1.00 as 50c size.

IS NOT A DYF.
Philo Hay Spec. Co., Newark, N. J.
Philo Hay Spec. Co., Newark, N. J.
If and 50c bottles, at draggists.

OWENS & MINOR DRUG

COMPANY

Can stand it, in or out of jail.

"Let us make our commercial frater-inty something of a prize—and we shall no longer need paternal laws, so-called, 'in restraint of trade.'

Civil Pride and Patriotism.

"Politics, a word so sneered at by many, must be recognized as a great factor in the business man's cereer, as all business affairs of our active life. dence of good clitzenship to take an active interest in politics, beginning at the primaries and so on up—not to treat it-lightly. Freeze lightly for sneering-

That a veritable feast for eyes and ears await your coming to our warerooms. There are Pianos in our stock NOW that will fairly sell themselvesthey look good, sound good, and are in all respects just what is claimed for them-

The finest, most artistic and reliable line of Pianos ever shown in Richmond

These are not exchanged Pianos, or goods that have been on hand for months, but are all NEW and the best in their respective classes.

Come and make an early selection while advantage may be taken of the exceptional values offered at this time.

A Victor Concert AWAITS YOU. Drop in and ask to hear some of the latest Records. VICTOR TALKING MACHINES, \$10 to \$200 All Records on Hand, The Cable Company J. G. CORLEY, Gen. Mgr.



same hour in its to a see

ciation meeting at the same hour in executive session. All meetings during the day were executive.

While the delegates were at work, or mingling in sweet companionship, as one of them expressed it, the wives and sisters were having a good time claewhere. Instead of taking a trolley-ride they went to the Deep Run Hunt Club races at the Fair Grounds and occupied their time otherwise by travelling over the city. ing over the city.

Change in Banquet Program.

Change in Banquet Program.

Announcement early yesterday morning that Mr. Robert Wuest, of Cincinnati, commissioner of the National Metal Trades' Association, had been detained at home, necessitated a change in the banquet program. Mr. J. M. Manley, secretary of that organization, was sent from Cincinnati by Mr. Wuest to represent him. There was a report on Wednesday that Mr. C. A. Moore, the principal banquet speaker, would not be able to attend, but telegrams to the contrary were received during the day, and when Mr. Moore arrived he received a most enthusiastic greeting.

He is president of the firm of Manning, Maxwell & Moore, of New York, the largest manufacturers of railway and mechinists' supplies in the world. Some weeks ago he was preparing to tour Europe, and when invited to speak here he accepted tentatively.

"When I found the other day that I could not go abroad at this time," said air, Moore, "I had to be honest, so I came on. It has given me great pleasure, too."

Mr. Moore's Predlemment.

This sudden change in his program

ure, too."

Mr. Moore's Predicament.

This sudden change in his program gave Mr. Moore little opportunity for the preparation of an address. In the Metropolitan Club, in New York, on Monday night while at dinner with President Hadley, of Yale: Dr. Nicholas Murray Butler, of Columbia University, and Hon. St. Clair McKelway, editor of the Brooklyn Eagle, Mr. Moore remarked that he was coming to Richmond to make an address, but did not know what he was going to talk about.

Richow what he was going to talk about.

"You do yourself an injustice." said Mr. McKelway. "When you get to Richmond hire a stenographer, go to your room and think and dictate. Let the other fellows have a good time in the hotel lobiles and the convention halts."

"That was mighty good advice." "That was mighty good advice." said Mr. Moore yesterday. "and it sounds easy, but to tell you the truth I have found so many friends here that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, that I couldn't tear myself away to "The Brauswick, 918 E. Mein Street, the proposed wards; selling; six turlongs, straight Teancy, by Courtesy (15 to 1) first, Teac—then event of the Safes and Yaults, Schot (8 to 5, show) third, Time, 1:13-15 Nority Fourteents (11:13-15 Nor

Program for Final Day

GREAT FLIGHT



TORPID LIVER. They

regulate the Bowels. Purely Vegetable. SMALL PILL. SMALL DOSE. SMALL PRICE.

MAS. WINSLOW'S SOOTHING SYRUP TWENTY-FIVE CENTS A BOTTLE

OneWeek Specials



OneWeek Specials



Eight Trade Stimulants

prices. Tuesday, May 19th, is the last day, and the original prices will be put on them after that date. You have four days left to get these bargains, but it will pay to come at once. It is all new and serviceable merchandise. We are selling at and below cost to stimulate trade.

Remember, Tuesday, May 19th, the last date.

Men's and Young Men's Suits,

Special numbers selected from our stock of \$18.00, \$20.00 and \$22.50 garments, that were not moving fast enough. Nothing on earth the matter stock with them. ter with them. The finest weaves of Gray Worsteds and Cassimeres, in checks, plaids, stripes and neat effects. Blue Serges and Black Thibets. None were marked less than \$18.00. The majority were \$20.00 and \$22.50. For one week we offer them at \$12.75. (See Window Display.) at \$12.75.

Mén's Separate Trousers,

\$3.50 and \$4.00 quality, for one week, fine Worsteds and Cassimeres, peg and plain styles, belt loops and side straps. A beautiful assortment of patterns, \$3.50 and \$4.00 values, one week for \$2.75.
(See Window Display.)

Mee's Negligec Shirts, 50c 39c quality, for one week only.. 39c Our regular 50c Shirts, in Percales and Madras, plain whites, neat figures and stripes. One week only,

One Lot Men's 50e Silk Four-inHead Ties, one week, a choice assortment of colors, positively 21c

(See Window Display.) Men's Fancy Socks, 25c Fancy Balbriggan and Lisie Socks, 19c

ly one week only at this price. (See Window Display.)

Mem's Suspenders, 50c and 39c (See Window Display.)

VREELAND BILL

Says if He Can Get Along Without Appropriation, "Let

Him Do So."

An amendment was adopted providing that no pension shall be allowed any officer or enlisted man of the revenue cutter service either on active or retired list, such restriction having by law been formally applied to the army and marine corps.

When the appropriation for the International Waterways Commission was reached Mr. Bacon, of Georgia, was reached Mr. Bacon, of Georgia,

SHALL PILL. SMALL DOSE. SHALL PRICE.

CARTERS

Genuine Must Bear Fac-Simile Signature

Fac-Simile Signature

Active Pills.

REFUSE SURSTITUTES.

Because Long, the Wood Man, not only sells the original, perfectly dry, easy to epilt Wood \$2.25 to \$3.00 half cord, but lie is giving with each load one bundle of fat splinters to start the fire off quick. They save time and trouble of setting out the korosene oil can.

Lae Phone 1969 or 1320. Find cut for Jourself it is free.

The Surstitutes of the Wood Man and the American Company of the Resident to the Coronada Mr. Teller remarked that the President desired, but it was finally agreed that it was not. Mr. Hale said it was the only waterways, commission he knew about, and all that had been asked for had been given.

They save time and trouble of setting out the korosene oil can.

Lae Phone 1969 or 1320. Find cut for mission.

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Alt. Teller remarked that "If the President knows how to get along without an appropriation it might be well to let him do so."

An amendment by the Coordinate was adopted. Trove take the place of the Daxter in Natargansett Bay, and one to cost \$320,00, to take the place of the Daxter in Natargansett Bay, and one to cost \$30,00, for New York harbor, were appropriated for.

BON HOMME FIRST

BELMONT PARK, N. Y., May 14.— Bon Homme, an added starter, won the Maiden Stakes, five furlongs straight, for two-year-olds at Belmont Park to-day. Statesman, the 7 to 5 favorite, was second, eight lengths before Eschau. The track was heavy. Sum-maries:

PER LA PELLE will remove LIVER BLOTCHES, winkles, pimples, and keep the skin fresh and smooth. Guaranteed under Pure Food Law Sample bottle sent postpaid on receipt of 25c. Sold only by

THE MATTEI-HOMEOPATHIC CO., Inc., Bond Building, Washington, D. C.

CASTORIA For Infants and Children. The Kind You Have Always Bought

Bears the Chart Fletchers

EVERY SUNDAY EXCURSION

ONLY ALL-RAIL LINE. Round \$1.50 Trip

NORFOLK, Ocean View, Va. Bach

Leave Richmond 8:10 A. M. Leave Norfolk 7:00 P. M.

LADIES' OXFORDS. Lowest prices in the city. Quality and style guaranteed. If you are skeptical, come in and be convinced.

S. L. LEDMAN, Shoes of Quality, No. 726 EAST MAIN STREET.

LONG DISTANCE PHONE 481 R. L. Barnes Safe & Lock Co. Manufacturers of High-Grade Standard Safes and Vaults. Factories Nos. 1 and 2 Trigg Ship Yards. Offices and Show Rooms, 11-13-15 North Fourtseath Street, Kichmond, Va.

